CORPORATION FILE

Walgreens

# Annual Report to shareowners 1962

# DIRECTORS

A. A. BORG SANFORD J. BOWYER C. R. CAMPBELL ROBERT G. KNIGHT C. E. La FRAMENTA EDWARD P. LESLIE S. S. RAAB A. L. STARSHAK

C. R. WALGREEN, JR.

# OFFICERS

C. R. WALGREEN, JR	. President
T. J. BARTON	. Secretary
H. W. BECKER	. General Auditor
A. A. Borg	. Vice President and Treasurer
SANFORD J. BOWYER	.Vice President
C. R. CAMPBELL	.Vice President
O. G. GILE	. Assistant Secretary
M. R. KEPHART	.Vice President
C. E. LA FRAMENTA	.Vice President
Edward P. Leslie	.Vice President
W. W. Low	.Assistant Treasurer
W. K. MISKE	Assistant Secretary
S. S. RAAB	.Vice President
W. H. REESE	Assistant Secretary
N. P. Starshak	. Comptroller

Public Accountants and Auditors ..... ARTHUR ANDERSEN & Co.

Transfer Agents ...... THE FIRST NATIONAL BANK OF CHICAGO MORGAN GUARANTY TRUST COMPANY OF NEW YORK

General Offices, 4300 W. Peterson Ave., Chicago 46, Ill.



# The President's Annual Message

D URING the year just closed on September 30, we had record sales of 353 million, including 10 million from the Globe-Danburg stores. Earnings amounted to \$3.92 per share on all shares outstanding at the close of our fiscal year (including 45,000 shares of stock issued for the Globe-Danburg acquisition and the stock dividend of 39,376 shares issued just before the close of the year). These earnings include a special dividend of \$204,000 over and above the regular dividends from Sanborn Hnos., our affiliate in Mexico. Comparable earnings for the previous year were \$3.79 per share—based upon the same number of shares, exclusive of those issued for the Globe-Danburg companies and stock dividend applicable to them.

The Globe-Danburg acquisition was accounted for on a "pooling of interests" basis, and, therefore, the 1962 figures include the results of their operations for the full year. We believe this acquisition has possibilities of unusual merchandising opportunities and are confident that this division will be of increasing importance to our over-all operation.

During 1962, we elected to adopt the new depreciation rules, the 7% investment credit and accelerated depreciation. This had no effect on reported earnings, but it permits us to retain cash by providing a liability for the payment in future years of a portion of the Federal Income Tax.

At the close of the year we were operating 476 stores, an increase of 9 units. We opened 28 new stores (of which 15 were replacements), acquired 3 Globe and 7 Danburg stores, and closed 29 old stores. We also converted 10 conventional stores to self service operation. We are planning to open about 30 stores during the current year, including 2 or 3 large 100,000-square-foot discount department stores.

Last June was an important milestone in the operation of our company—the filling of our 100 millionth prescription. We are currently filling prescriptions at a rate of over 8 million a year. Our substantial increase in this phase of our business is due to realization by the public of our fine prescription service—at very low prices. We are proud of the dedication of our managers and pharmacists to the service of public health.

Sincerely,

Alwalquen, J.

President

Chicago, November 23, 1962.

# Walgreen Co. and Subsidiary Companies

# COMPARATIVE

# ASSETS

1962 \$ 6,013,211 5,775,017	1961 \$ 5,612,886 5,293,070
5,775,017	5,293,070
44,623,465	39,839,074
56,411,693	50,745,030
1,416,654	1,457,863
2,114,061	2,061,183
255.000	145 041
257,909	165,261
1,550,833	1,547,003
37,114,111	33,938,529
38,922,853	35,650,793
17,100,556	15,218,984
21,822,297	20,431,809
1	1
\$81,764,706	\$74,695,886
	1

The accompanying notes to financial statements

# BALANCE SHEET

	Septemb	r 30,
CURRENT LIABILITIES:	1962	1961
Trade accounts payable	\$10,950,053	\$ 9,473,385
Accrued expenses and other liabilities	9,683,555	8,653,262
Federal and state income taxes	3,635,980	3,714,763
Notes payable	1,375,000	4,250,000
TOTAL CURRENT LIABILITIES	25,644,588	26,091,410
Notes Payable to Banks (Note 3)	3,000,000	
Deferred Federal Income Taxes	360,000	
SHAREOWNERS' EQUITY:		
Common stock, \$10 par value-		
Authorized 1,955,522 shares, issued and outstanding 1,523,733 in 1962 and 1,430,418 in 1961, at stated value (Note 2)	22,375,963	19,611,864
Earned surplus (Note 3)	30,384,155	28,992,612
TOTAL SHAREOWNERS' EQUITY	52,760,118	48,604,476
	\$81,764,706	\$74,695,886

LIABILITIES

are an integral part of the above statement.

# Walgreen Co. and Subsidiary Companies

# COMPARATIVE STATEMENT OF INCOME

For the Years Ended September 30, 1962 and 1961

	1962	1961
SALES AND OTHER INCOME:		
Net sales and other store income Other income (net)	\$353,143,634 185,954	\$331,665,829 635,322
	353,329,588	332,301,151
COSTS AND DEDUCTIONS:		
Cost of sales and of selling, occupancy and administration, except depreciation	337,475,682 2,716,046 1,361,108 298,970	$317,576,905 \\ 2,461,508 \\ 1,215,000 \\ 343,822$
	341,851,806	321,597,235
INCOME BEFORE FEDERAL AND STATE INCOME TAXES	11,477,782	10,703,916
Provision for income taxes	5,500,000	5,110,000
Net Income	\$ 5,977,782	\$ 5,593,916

# COMPARATIVE STATEMENT OF SHAREOWNERS' EQUITY

For the Years Ended September 30, 1962 and 1961

# Earned Surplus

Balance, beginning of year (Note 1)	\$	28,800,562	\$ 28,121,439
Net income		5,977,782	5,593,916
		34,778,344	33,715,355
Deduct-Dividends paid on Walgreen Co. stock-			
Cash dividends of \$1.60 per share in each year		2,334,622	2,224,814
Transferred to common stock for shares issued		1,821,140	2,203,879
Cash payment for fractional shares	_	238,427	294,050
		4,394,189	4,722,743
Balance, end of year	\$	30,384,155	\$ 28,992,612
Common Stock			
Balance, beginning of year	\$	19,611,864	\$ 17,091,655
Proceeds from shares issued under employees' stock option plan		225,078	316,330
Transfer of earned surplus in connection with 3% stock dividend		1,821,140	2,203,879
Stated value of 45,000 shares issued in exchange for the stock of the			
Globe-Danburg companies (Note 1)		717,881	
Balance, end of year	\$	22,375,963	\$ 19,611,864

The accompanying notes to financial statements are an integral part of the above statements.

### **NOTES to Financial Statements**

1. As of May 19, 1962, Walgreen Co. acquired the outstanding stock of the Globe-Danburg companies in exchange for 45,000 shares of Walgreen Co. common stock. If certain conditions are met during the two-year period ending May 19, 1964, a maximum of 15,450 additional shares (adjusted for the 3% stock dividend) may be issued.

The above transaction has been treated as a "pooling of interests" for accounting purposes. Accordingly, the stated value of Walgreen Co. common stock has been increased by the carrying value of the Globe-Danburg companies' stock and paid-in surplus. Consolidated earned surplus of Walgreen Co. as of October 1, 1961, has been adjusted to include the earned surplus (deficit) of the Globe-Danburg companies at that date, and the statement of income for the year ended September 30, 1962, includes the earnings of the Globe-Danburg companies for the entire year. Inasmuch as the 1961 Globe-Danburg operations were immaterial compared to Walgreen Co. operations, the 1961 consolidated financial statements have not been adjusted to reflect this transaction.

2. In 1957, the shareowners approved a restricted stock option plan for key employees, including officers. At September 30, 1962, 24,664 shares are reserved for options which have been granted at prices ranging from \$23.99 to \$51.00. These options are exercisable beginning one year from the date of grant over a period not exceeding five years and in reduced amounts thereafter through 1967. During 1962, 12,534 shares became exercisable and 8,939 were exercised. Previously granted options required an adjustment of 718 shares because of the 3% stock dividend declared in 1962.

3. The company has a loan agreement under which it may borrow up to \$8,000,000 on shortterm notes which are renewable until November 1, 1964. On that date the company may at its option, convert any part or all of the \$8,000,000 into term notes due in ten semiannual installments through November 1, 1969, with a minimum interest rate of 41/2% and a maximum of 51/2%.

Under terms of the agreement, (a) \$17,617,-050 of consolidated earned surplus at September 30, 1962, is not available for payment of cash dividends, or for repurchase of the company's stock; and (b) consolidated net current assets must be at least \$15,000,000. Consolidated net current assets, as defined, are \$30,767,105 at September 30, 1962.

# ARTHUR ANDERSEN & CO.

120 SOUTH LA SALLE STREET CHICAGO 3

# To the Board of Directors,

WALGREEN CO.:

We have examined the consolidated balance sheet of WALGREEN CO. (an Illinois corporation) AND SUBSIDIARY COMPANIES as of September 30, 1962, and the related statements of consolidated income and shareowners' equity for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the accompanying consolidated balance sheet and statements of consolidated income and shareowners' equity present fairly the financial position of Walgreen Co. and Subsidiary Companies as of September 30, 1962, and the results of their operations for the year then ended, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Chicago, Illinois, November 9, 1962. ARTHUR ANDERSEN & CO.

# IN SOUND COMPETITIVE POSITION:.



28 NEW WALGREEN DRUG STORES OF 1962

- ABILENE, Tex., 203 Pine
  ABILENE, Tex., Westgate Shopping Center
  CHICAGO, III., 5650 W. Belmont
  CHICAGO, III., 1147 W. Granville
  CHICAGO, III., 63rd & Halsted
  CHICAGO, III., 4801 N. Lincoln
  CHICAGO, III., 2300 W. Madison
  CHICAGO, III., 4001 W. North
  CHICAGO, III., 75th & State
  - CHICAGO, III., 75th & State
- CINCINNATI, Ohio, Laurel-Linn Shopping Center
- COLUMBUS, Ga., 1112 Broadway
- DES MOINES, Iowa, 606 Walnut
- DES PLAINES, III., The Market Place
- EL PASO, Tex., Bassett Shopping Center

- GALESBURG, III., 144 E. M.
- JENNINGS, Mo., Northland
- JENNINGS, Mo., River Roac
- KALAMAZOO, Mich., 235
- KENOSHA, Wisc., 5711 Six
- MEMPHIS, Tenn., 3503 Part
- MILWAUKEE, Wisc., 1600 V
- NEW ORLEANS, La., 4109
- · OAK BROOK, III., Oakbrook
- OAK PARK, III., 1135 Lake
- SHEBOYGAN, Wisc., 800 N
- ST. LOUIS, Mo., Normandy .
- SHREVEPORT, La., Shreve C
- WEST HOLLYWOOD, Fla., 1

... Additionally, a number of our established units were modernized, and many converted to se

# .. we are larger, newer, stronger-

# **Progress Report:**

32% of our 476 stores opened within past 5 years

24% of our stores remodeled in past 5 years

38% of our stores located in shopping centers

39% growth in stores' merchandising area in past 5 years

27% growth in average store volume in past 5 years

Our new Oak Park, Ill., store

ain Center (Prescription Shop) Is Shopping Center Burdick th k Visconsin Carrollton k Shopping Center

Shopping Center ity Shopping Center (aft-Hollywood Plaza

lf-service.



Customers join in mass ribbon-cutting ceremony, Kenosha, Wisc.

# PROGRESS ... in a new direction:

We Acquire 3 Giant 'Globe Discount City' Units and 7 Smaller 'Danburg' Department Stores in Houston Area





The broad sweep of a Globe 'Discount City'

# GLOBE PROVIDES ADVANCE STARTING POINT FOR OUR EXPANSION PLANS

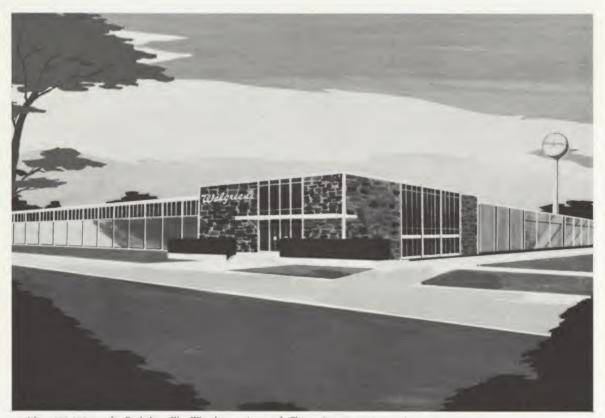
In May we added a dynamic new dimension to Walgreen operations—discount department stores—by acquiring three major-size *Globe Discount City* department stores in Houston, as well as seven smaller-size *Danburg* units.

The huge Globe units, all opened since 1960, range from 102,000 to 110,000 square feet overall. Features of Globe are 'one-stop shopping', discount prices, dramatic store styling, and a reputation for *quality*.

We foresee advantageous expansion opportunities for our new Globe Division.

# **PROGRESS...** behind the scenes:

Warehousing Growth Parallels Store Expansion Pace to Insure Fast, Economical Flow of Merchandise to Stores



New 255,000 sq. ft. Berkeley, Ill., Warehouse (west of Chicago) now near completion

# HUGE NEW CHICAGOLAND PLANT MARKS LATEST WAREHOUSING EXPANSION STEP

Our nationwide warehousing system—affording our stores cost advantages as well as fast availability of merchandise —is a prime factor in successful operation in this era of low-margin retailing.

With opening of our new Berkeley unit, overall warehouse service space will total over 3/4 million sq. ft.

Strategically located and engineered for efficiency, our warehouses generate the economies of distribution that bring our Company better earnings, our customers better values.



Typical warehouse scene: Merchandise-filled Walgreen truck leaves loading dock, bound for Walgreen stores.

# PROGRESS ... reflected in our food and



the Hillayer Room

# DELUXE DINING - IN OUR NEW STORE AT OAK PARK, ILLINOIS

Called the "Villager Room" (Oak Park is the famous city-size 'village'), this beautiful dining room, set quite apart from the busy traffic of the store, exemplifies the ultimate in Walgreen dining facilities today. In this instance, the Soda Fountain is completely separate, located in the store proper. Oak Parkers have given both our new store and "Villager Room" an enthusiastic reception since opening day in August this year.

(Turn back two pages to see overall store photo)

# fountain business...



# Enlarged Operation Promotes Extra Profit, Extra Traffic

# MOST OF OUR LARGER NEW STORES NOW OFFER ADDED APPEAL OF GRACIOUS DINING ROOMS AS WELL AS OUR TRADITIONAL SODA FOUNTAINS

These spacious, inviting new dining rooms—featuring wider menu selection—are meeting with gratifying customer response, while our quick-service soda fountains successfully continue their traditional popularity.

This transition to broadened, restaurant-type operation is contributing significantly to our higher volumes, and the extra dividend is that the many added food customers we host naturally tend to shop our stores, as well.

Our recipe for success is in the Walgreen tradition: Good service, pleasant atmosphere, moderate prices, and one standard of food quality-the best.



# "GRILL ROOM" at 4801 Lincoln, Chicago

Smiling hostess and waitress personify our "Welcome to Walgreens".

> Photo of this corner of "Grill Room" shows typical adjacent location of Soda Fountain.

Welcome to Walgreens

# 466 Walgreen Drug Stores in 36 States...10 Globe-Danbu

ALABAMA (1) Mobile

#### ARIZONA (8) Phoenix (6) Tucson (2)

ARKANSAS (5) Fort Smith Hot Springs Little Rock (2) Pine Bluff

# CALIFORNIA (13)

Alameda Daly City Hayward Oakland Palo Alto Redwood City Sacramento (2) San Francisco (3) San Mateo Santa Monica

# COLORADO (12)

Boulder Colorado Springs Denver (7) Englewood Fort Collins Lakewood

#### CONNECTICUT (2) Bridgeport Hartford

### FLORIDA (28)

**Bradenton** Daytona Beach Fort Lauderdale Hialeah Jacksonville (4) Lakeland Miami (6) N. Miami Beach Orlando (3) Panama City Pensacola St. Petersburg Tallahassee Tampa (2) West Hollywood West Palm Beach (2)

#### GEORGIA (9) Atlanta (6) Augusta

Columbus Savannah

#### Aurora Berwyn Bloomington Blue Island Bridgeview Champaign CHICAGO (85) **Chicago Heights** Cicero Danville Decatur (2) Deerfield Des Plaines (2) **Downers** Grove East St. Louis Elgin Elmhurst Elmwood Park Evanston **Evergreen** Park Galesburg Glen Ellyn Harvey Highland Park (2) Joliet (2) Kankakee (2) La Grange Lake Forest Markham Melrose Park Moline (2) Morton Grove Mt. Prospect Niles Norridge Northbrook Oak Brook Oak Lawn Oak Park (2) Park Ridge (2) Peoria (2) Quincy Rockford (2) Rock Island Skokie (3) Springfield (2) Sterling Villa Park Waukegan (2) Western Springs INDIANA (16)

ILLINOIS (149)

**Arlington Heights** 

Anderson East Chicago Fort Wayne (3) Gary (3) Hammond (2) Lafayette Logansport Michigan City Muncie New Albany South Bend IOWA (7) Bettendorf Clinton Council Bluffs Davenport (2) Des Moines (2)

KANSAS (1) Topeka

### **KENTUCKY** (14)

Lexington Louisville (9) Newport Owensboro Paducah Pleasure Ridge Park

## LOUISIANA (23)

Alexandria Arabi Baton Rouge (3) Lake Charles (2) Metairie (2) Monroe (2) New Orleans (10) Shreveport (2)

MASSACHUSETTS (2) Springfield Worcester

#### MICHIGAN (7) Battle Creek

Battle Creek Benton Harbor Flint Jackson Kalamazoo Lansing Muskegon

### MINNESOTA (14)

Bloomington Duluth Edina Minneapolis (7) Richfield St. Paul (2) St. Louis Park

### MISSISSIPPI (2) Jackson Vicksburg

MISSOURI (12) Crestwood Jennings (3) Northwoods Richmond Heights St. Louis (6)

NEBRASKA (5) Lincoln (2) Omaha (3)

### NEW JERSEY (3) East Paterson Menlo Park

Menio Park Paramus NEW MEXICO (2)

# Albuquerque (2)

NEW YORK (13) Albany De Witt Hempstead Levittown Massapequa Park New Hyde Park New York (4) Syracuse

N. CAROLINA (5)

Valley Stream

Yonkers

Durham Greensboro Raleigh Wilmington Winston-Salem

### **OHIO** (13)

Akron Cincinnati (4) Columbus (3) East Cleveland Lima Springfield Toledo (2)

OKLAHOMA (2) Tulsa (2)

#### PENNSYLVANIA (1) Altoong

S. CAROLINA (4) Charleston Columbia (2) Greenville

S. DAKOTA (2) Aberdeen Sioux Falls

### TENNESSEE (15) Knoxville

Madison Memphis (10) Nashville (2) Oak Ridge

### TEXAS (41) Abilene (2)

Amarillo Austin Beaumont (2) Corpus Christi (2) Dallas (5) El Paso

# "MORE PEOPLE TRADE AT WALGREENS THAN



... Wherever You Are!

# rg Stores...Plus Over 1900 Walgreen Agency Drug Stores

Galveston Houston (14) Lubbock Pasadena Port Arthur (2) San Antonio (4) University Park Waco (2) Wichita Falls

UTAH (3) Salt Lake City (3)

VIRGINIA (1) The Pentagon

W. VIRGINIA (1) Wheeling

WISCONSIN (26)

Appleton Beloit Eau Claire Glendale Green Bay Kenosha Menasha Milwaukee (15) Racine Sheboygan Wauwatosa West Allis

Casper Cheyenne (2)

**PUERTO RICO (2)** 

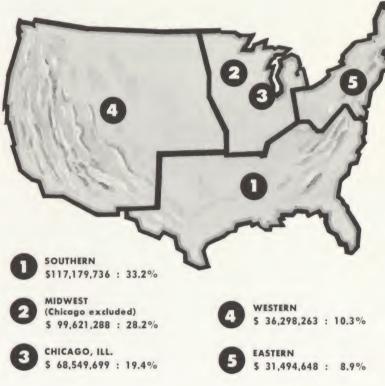
Bayamon San Juan (Rio Piedras)

- \* \* \*
- GLOBE-Danburg (10) Houston, Tex. (Globe 3) (Danburg 5) Jacinto City, Tex. (Danburg) Victoria, Tex. (Danburg)

\* \* \*

Sanborns

MEXICO (7) Mexico City (6) Monterrey



466 Walgreen Drug Stores, serving key communities across the nation, bring better health, better living, better value to more than one million customers a day.

In addition, over 1,900 independently-owned *Walgreen Agency* drug stores carry our name and products into many areas not directly served by our own stores.

Our Globe Division, now adding discount department stores to our drug stores, further broadens our area of operation, and our affiliate in Mexico, the celebrated Sanborns, brings international scope to our retailing activities. THE DISTRIBUTION OF SALES

# AT ANY OTHER DRUG STORES IN THE WORLD"

# Walgreens ... No. 1 Pharmacist to the Nation

# - NOW FILLING OVER 8 MILLION PRESCRIPTIONS A YEAR

THANKS TO MODERN MEDICAL SCIENCE, OUR PEOPLE ARE LIVING LONGER, AND ENJOYING THE YEARS TO THE FULL



...WHEN GOOD HEALTH COUNTS SO MUCH...(and every dollar counts, too...) YOU CAN COUNT ON YOUR WALGREEN PHARMACIST FOR PRESCRIPTION SERVICE OF THE HIGHEST STANDARDS -at very low cost to you.

> Make it a point to meet the friendly Registered Pharmacist at the Walgreen Drug Store near you.

Let him show you how Walgreens LOW PRICES help you save on your prescriptions just as you do here on all your drug needs.

It can be so important to retired people living on moderate income, especially if your prescription needs are frequent.

You'll find your Walgreen Pharmacist an expert professional man you can have confidence in...and a friendly, sincere man you can confide in.

**P.S.** IT IS REASSURING, TOO, TO KNOW THAT AT WALGREENS THERE IS A REGISTERED PHARMACIST AT YOUR SERVICE DAYTIME OR EVENING, 7 DAYS A WEEK.



-One of a series of 1962 Pharmacy Service advertisements